

外贸中专全国统编教材

外贸英语口语

(下 册)

经贸部人事教育劳动司 编著



中国对外经济贸易出版社

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修 订 版 说 明

本书是一九八三年出版的《外贸英语口语》一书的修订本。本书主要为外贸中等专业学校学生学习口语而编写，也适用于从事经贸工作的同志自学。

本册的编写体例和上册大致相同，共编三十课。内容包括进出口业务的主要环节，其中以出口业务为主。在编写中，我们尽量把进出口贸易谈判中常用的、易上口的词汇、短语和口语习惯表达法编进去。每课对话后面还配有大量的替换词练习和多种多样的口、笔头练习，以便大量实践、提高学生和自学者运用语言的能力。

本书由周希林、隋思忠主编。参加编写的有：刘霞、黄兰芬和徐启惠同志。对外经济贸易大学张伯纯、黄震华两位教授审阅了全稿；英国专家 Catherine Fear 女士阅读了部分英文稿件；天津外贸学校副校长齐毅同志对本书的编写提出了许多宝贵意见，在此表示谢忱。

由于编者的语言能力和业务水平有限，书中的错误和不当之处在所难免，渴望专家、读者予以指正。

编 者

一九九〇年三月

CONTENTS

Lesson

1. Meeting a Trade Delegation from a Third World Country	(1)
2. Establishing Business Relations	(12)
3. A General Business Talk	(22)
4. A Preliminary Talk with a New Customer	(32)
5. Inquiry and Offer	(41)
6. Shortage of Supply	(52)
7. Price Haggling	(63)
8. On Discount	(74)
9. On Payment Terms (1)	(84)
10. On Payment Terms (2)	(93)
11. On Packing and Labelling	(102)
12. Delivery & Shipment	(117)
13. Chartering and Loading	(127)
14. A General Talk on Transportation	(138)
15. A Talk on Insurance	(148)
16. Negotiating a Contract	(158)
17. Signing a Contract	(167)
18. Price Haggling on Import and Export.....	(175)
19. An Import Transaction on Deferred Payment...	(189)

20 .	An Import Transaction on After-sales Service...	(202)
21 .	On Settling a Claim	(213)
22 .	A Claim Case on Quality Deterioration.....	(226)
23 .	On Quality and Inspection.....	(239)
24 .	On Agency Agreement and Distributorship...	(249)
25 .	On Joint Venture	(267)
26 .	On Compensation Trade	(288)
27 .	Absorption of Foreign Capital	(305)
28 .	Technology Transfer	(319)
29 .	Processing and Assembling Trade	(340)
30 .	Promoting Sales on a New Market	(352)

Lesson One

Meeting a Trade Delegation from a Third World Country

China is carrying out a policy of opening to the outside world. More and more foreign businessmen and trade delegations come to China for business. China is a Third World country and willing to trade with all countries, big or small, rich or poor. The following is an initial talk with the delegation about China's foreign trade policy with the Third World countries.

Host: First of all, I would like to extend a warm welcome to our friends, who have come from afar to visit our country and hold trade talks with us. I hope you will have a pleasant stay here.

Guest: Thank you very much for your kind reception and all the hospitable arrangements. From the moment we stepped on your country, friendship has surrounded us on every side. I'm sure no one who visits China today will fail to notice the great achievements that China has made in every field.

H: I'm glad to hear that. We believe there's still a long way to go before we can build up an advanced socialist

country. In order to speed up our economic development, we've adopted a policy of opening to the outside world and are more flexible in our policies.

G: That means you have a new policy?

H: Not exactly. In developing our foreign trade relations with other countries, we still follow the principle of "equality, mutual benefit and exchanging what one has for what one needs". Such mutual exchange, we believe, will help develop the economy of each country and the friendship between the peoples as well.

G: I quite agree with you there. To speak from our experience, your trade policy comes into line with the desire and interests of the people of the developing countries. We are sure our people will benefit by your rich experience. What China is doing today will be felt far and wide tomorrow. Since the establishment of diplomatic relations between our two countries, the trade, I think you'll agree with me, has been developing with satisfaction.

H: It's true. But I believe there is room for more development.

G: I think so. Though we are satisfied with our past trade record, there are possibilities for more business. The commodities you have been supplying us with are always of great significance to our economic construction.

H: Mutual exchange of needed products is an important form of mutual help and support. It is not simply a matter of buying and selling. However, China's economy is still comparatively weak, the products we can supply are still narrow in scope. We are determined to try to change this situation gradually.

G: I do agree with you. The purpose of my visit here is to examine the prospects of increasing our mutual business and discuss with you a number of questions that turned up in the past year. For instance, we wish to know if your export list could be further enlarged, the terms of payment further improved upon, etc.

H: I see. Exchange of views is always useful. Well, what kind of products are you in urgent need at present?

G: In order to maintain our independent economy, we've set up a few iron and steel plants. Now the manufacturers are short of ferrosilicon in making quality steel. Is it possible to exchange our rubber for your ferrosilicon?

H: We always try to satisfy the requirements of our friends. Perhaps we leave this question to the next meeting. In the meanwhile, let us discuss with you other spheres of cooperation such as investment, technology transfer, technical aid, etc.

G: That would be fine.

Words, Expressions and Notes

a trade delegation 贸易代表团

a policy of opening to the outside world 对外开放政策

initial *adj.* 最初的; 初步的; 开始的

e.g. It's too early to discuss this question at the initial stage.

a foreign trade policy 对外贸易政策

to extend a warm welcome to sb. 向某人表示热烈欢迎

to extend *vt.* 致; 给予; 提供

e.g. Any courtesy you may extend to our Mr. Brown will highly appreciated.

reception *n.* 接待; 接见; 欢迎

hospitable *adj.* 好客的; 招待周到的

the hospitable arrangements 热情周到的安排

to step on 踏上; 进入

to surround *vt.* 围绕; 包围 (常用被动语态)

e.g. 1) We are surrounded by comforts.

2) The house was surrounded with trees.

...no one who visits China today will fail to notice the great achievements that China has made in every field. 来华参观访问的朋友都会发现中国在各方面所取得的巨大成就。

to speed up 加快速度

e.g. Our producers are doing their best to speed up the manufacture of your order.

to be more flexible in our policies 政策更加灵活

to have a new policy 实行一项新政策

... we still follow the principle of "equality, mutual benefit and exchanging what one has for what one needs".

.....我们仍然遵循“平等互利，互通有无”的贸易原则。

mutual exchange 相互交换

as well 也；又；同样

to come into line with = to fall in line with 符合；和……一致

e.g. We hope you will come (fall) in line with our wishes.

far and wide 到处；广泛地

the establishment of diplomatic relations 建立外交关系

the trade ... has been developing with satisfaction (双方的) 贸易进展令人满意

... there is room for more development 还有发展的余地

room *n.* 余地；机会

e.g. There's much room for improvement in our foreign trade work.

record *n.* 记录；记载

significance *n.* 有意义；意味深长

Mutual exchange of needed products is an important form of mutual help and support. 互通有无是互相帮助和支持的重要形式。

The products we can supply are very narrow in scope. 我们所供商品的范围还很狭窄。

to be determined to do sth. 决意(决定)做某事

e.g. We are determined to reach our export target set
by the state.

... examine the prospects of increasing our mutual business.

.....探讨发展双方的贸易前景。

to turn up 出现; 使发现

e.g. Something is bound to turn up before very long.

export list 出口货物分类表

terms of payment 付款条件

to improve upon (on) 对.....作出改进

e.g. He worked hard in order to improve on his essay.

to be in urgent need 急需

e.g. The selling season is coming, we are in urgent need
of the goods.

to maintain *vt.* 保持; 维持

e.g. Friendly relations can be maintained between us.

to be short of 短缺; 缺少

e.g. The manufacturers at present are short of raw
materials.

ferrosilicon *n.* 硅铁; 矽铁

quality steel 优质钢材

Is it possible to exchange our rubber for your ferrosilicon?

我们打算用橡胶换你们的硅铁, 不知行不行?

to satisfy one's requirements 满足某人的需要

e.g. We believe we can satisfy your requirements for
any reasonable quantity.

sphere *n.* 范围；领域

technology transfer 技术转让

Variation of Expressions

1.
 - a. We still follow the principle of equality and mutual benefit in our foreign trade.
 - b. We trade on the principle of equality and mutual benefit.
 - c. We stand for the principle of “equality, mutual benefit and exchanging what one has for what one needs”.
 - d. We persist in the policy of equality, mutual benefit and mutual help.
 - e. We always adhere to the policy of trading with the people of all countries on the basis of equality, mutual benefit and exchanging needed goods.
 - f. It is our principle to stick to the principle of equality, mutual benefit and making up what the other needs.
2.
 - a. Though we are satisfied with our past trade record, there are possibilities for more business.
 - b. Though the volume of trade between us has been increasing, there's much room for development.
 - c. Though the trade in the past was to the satisfaction

of both sides, there are chances for further development.

3. I hope you will have a

pleasant
wonderful
happy
good

time here.

4. The establishment of diplomatic relations between our

two countries has

opened up a new chapter
turned over a new leaf
entered a new era
placed us in a new phase

.

5. May I bring (up) one more

point (up)
matter
issue
question
subject

?

(Ans.)

At our next meeting
Next time
Next week
Next month

, if you don't mind.

Exercises

- I. Complete each of the following sentences with suitable words given below and then translate the sentences into Chinese orally:**

overcome so as to deteriorated caused growth
request joint enlarge due to fall
shortage increase

1. The economies of African countries have developed slowly _____ the long-term foreign enslavement and plunder as well as the harm _____ by the inequitable international economic order.
2. The economic situation of African countries has _____ even further in recent years because of the continuous _____ of the prices of primary products on international markets.
3. In order to help them _____ their economic difficulties, China has _____ its aid to African countries.
4. With the development of our own economy and the _____ of our national power, China will gradually _____ the scope of economic cooperation with African countries.
5. At the _____ of the recipient countries, the Chinese side provides part of the fund for _____ operation

_____ overcome problems such as _____ of fund, backwardness in technology and lack of managerial experience.

II. Compose a dialogue based on the following situations:

1. The principle we have been keeping to in developing our foreign trade with the Third World.
2. Give reasons for our adopting the policy of opening to the outside world.
3. Give some facts why we want to follow the usual international practice.
4. The relationship between the principle of independence and self-reliance and promoting our trade with other countries.

III. Translate the following into English orally:

A: 我公司过去和你们的交易量不大, 现在你们改变了贸易做法, 我们这次来访的目的是想探讨一下进一步发展我们之间贸易的可能性。

B: 为了适应我们四化建设的需要, 我们正在努力去掉一些呆板的交易方法, 灵活地运用国际贸易中的一些习惯做法。

A: 关于这一点, 你能给我更详细地讲讲吗?

B: 为了积累四化建设的资金, 我们必须实行积极的方针来寻找更多的贸易渠道, 只要条件适合, 我们可以考虑来料加工、来样加工、协作生产、合资经营等国际贸易习惯做法。

A: 我们相信, 有了这些新贸易渠道, 我们两国间的贸易前

景会更加美好。但这些新的贸易做法是不是意味着你们不再坚持独立自主、自力更生的方针了？

B: 完全不是这样，我们仍然坚持这个方针，在平等互利、互通有无的基础上同世界各国人民进行贸易往来。

A: 你们的独立自主、自力更生的方针和发展贸易的关系使人很难理解，你能就这个问题给我解释一下吗？

B: 首先你必须知道，独立自主、自力更生并不是闭关自守、自给自足，在平等互利、互通有无的基础上进行的贸易并不违反这一方针，相反是贯彻这一方针。

A: 你说的似乎有道理，以前我还错误地认为你们执行的是一种关门政策，现在我发现我错了。

B: 我们仍然处于摸索阶段，欢迎你多提宝贵意见。